# Target Industry Selection:
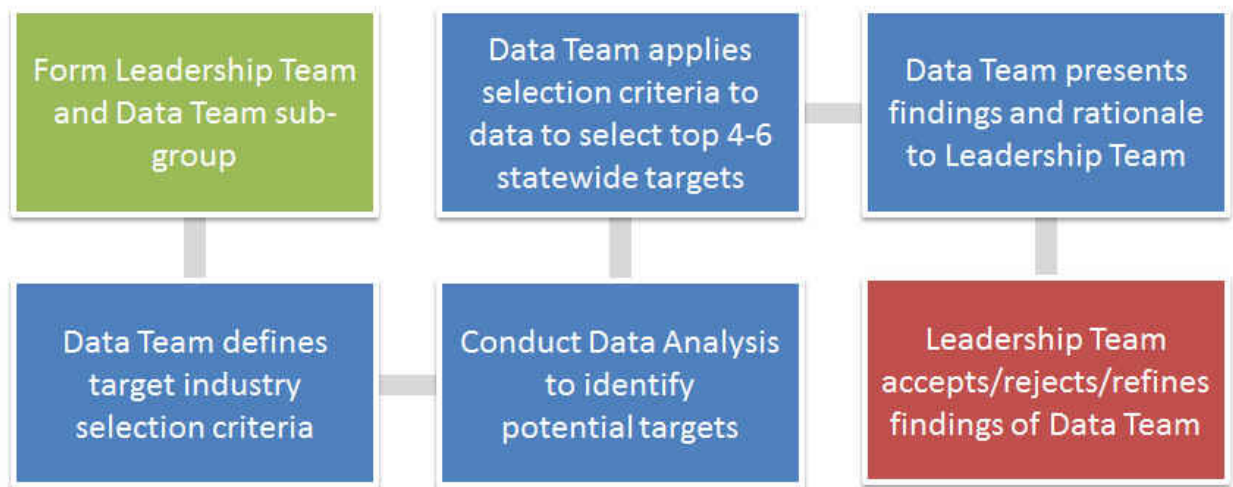# Consensus-Based Decision Making Model ™



| Form Leadership Team and Data Team sub-group | Data Team applies selection criteria to data to select top 4-6 statewide targets | Data Team presents findings and rationale to Leadership Team |
|---|---|---|
| Data Team defines target industry selection criteria | Conduct Data Analysis to identify potential targets | Leadership Team accepts/rejects/refines findings of Data Team |

1. Form overall project Leadership Team and Data Team sub-group.

2. Data Team defines data elements and target industry selection criteria to focus on in

   analysis. Data Team collects/provides any data already completed on target industries.

3. Conduct Data Analysis to identify 7-12 potential targets.

4. Data Team applies selection criteria to data and democratically, or consensually, selects top

   4 to 6 targets.

5. Data Team presents findings/rationale to Leadership Team, and Leadership Team adds on-

   the-ground intelligence to data –based recommendations.

6. Leadership Team comes to consensus, or votes, to determine statewide focus sectors.